



### DEPARTMENT OF INFRASTRUCTURE AND ENERGY

#### **WORKSHOP TO SUPPORT INTERNET SERVICE PROVIDERS IN EASTERN AFRICA TO BECOME REGIONAL INTERNET CARRIERS (15-17 SEPTEMBER 2015, NAIROBI, KENYA)**

#### **15.09.15 SWOT ANALYSIS, BUSINESS MODELS, CASE STUDIES AND STRATEGY**

**08:30 – 09:00****Registration**

09:00 – 10:30

- Welcome Remarks
- Introduction & Objectives of the Workshop
- Strategic Context/SWOT Analysis

**10:30 – 10:45****Coffee Break**

10:45 – 13:00

- Business Models
- Case Study

**13:00 – 14:00****Lunch Break**

14:00 – 15:30

- Interactive Session / Groups on Strategy

**15:30 – 16:00****Coffee break**

16:00 – 17:00

- Plenary Session: Synthesis on Interactive Session

**16.09.15****COUNTRY REVIEW, BUSINESS PLAN AND FINANCE****08:30 – 09:00****Registration**

09:00 – 10:30

- Country and regional review (regulation, infrastructure, prices) – Session 1

**10:30 – 10:45****Coffee Break**

10:45 – 13:00

- Country and regional review (regulation, infrastructure, prices) – Session 2

**13:00 – 14:00****Lunch Break**

- 14:00 – 15:30

- Business Plan
  - Financial Tool Kit

15:30 – 16:00

Coffee break

- 16:00 – 17:00

- Interactive session on Business Plan

17.09.15

ISP STRATEGY TO BECOME A RIC

08:30 – 09:00

Registration

- 09:00 – 10:30

- Interactive session per ISP on becoming a RIC
  - Session 1

10:30 – 10:45

Coffee Break

- 10:45 – 13:00

- Interactive session per ISP on becoming a RIC
  - Session 2

13:00 – 14:00

Lunch Break

- 14:00 – 15:30

- Interactive session per ISP on becoming a RIC
  - Session 3

15:30 – 16:00

Coffee break

- 16:00 – 17:00

- Interactive session per ISP on becoming a RIC
  - Session 4